



U.S. DEPARTMENT OF COMMERCE  
International Trade Administration

# BISNIS SEARCH FOR PARTNERS

*Published by the Business Information Service for the Newly Independent States (BISNIS)*

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

**SEARCH FOR PARTNERS** is also distributed via bi-weekly email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at [www.bisnis.doc.gov](http://www.bisnis.doc.gov). To receive the biweekly report, email BISNIS at [bsnis@ita.doc.gov](mailto:bsnis@ita.doc.gov) or call (202) 482-4655.

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## ARMENIA

**Industry:** Sports Complex, Hotel

**Company:** Tsakhkadzor Sports Complex

Tsakhkadzor Sports Complex (TSC), a state-owned company, was established in 1966 in the resort town of Tsakhkadzor, 60 km northeast of Yerevan. Because the town is located 2,000 meters above sea level, its climate ranges from +30 degrees Celsius in summer to -30 degrees Celsius in winter, with 260 days of sunshine per year on average. The complex occupies 650,000 sq. m. of land, which includes four sports halls (72x18m each), two open-air swimming pools (21x33m and 21x50m), and a hotel compound consisting of three buildings with 246 rooms. TSC also has on-site restaurants, bars, and cafes. During the Soviet era, TSC, which now employs 140 people, was the main training center for the Soviet Olympic national team. It was also a popular recreation center for tourists from more than 40

countries. TSC currently uses only 10-15 percent of its total capacity.

TSC seeks a strategic U.S. partner/equity investor to upgrade existing facilities and jointly operate a complex to attract tourists and sportsmen.

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**Source:** BISNIS Representative in Armenia

**BISNIS LeadLink**, not available at this time.



**Industry:** Recreation and Leisure

**Company:** Valencia

Valencia, an Armenian-Spanish joint venture specializing in the recreation industry that was established in 1998, is constructing a water theme park in Yerevan. The company has a 50-year lease on a 2.5-hectare site, located 10 minutes from downtown Yerevan. Valencia is investing about US\$2.2 mil-

lion in this project, including construction of and equipment for the attractions, which have been imported from Spain and other European countries. The park will be commissioned in June 2000.

Valencia seeks a U.S. company to provide expert assistance to manage the water park. The American company would manage the park's operations for one or two seasons while training Valencia's staff to take over operations in 2002. Valencia has a preliminary business plan available in English. The company can conduct business in English.

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**LeadLink**, not available at this time.

## **KAZAKHSTAN**

**Industry:** Agribusiness

**Company:** Aviaagroservice

Aviaagroservice (AAS), established in 1998, specializes in technical support and repairs of aviation devices. In 1999, the company decided to expand its business to include an agribusiness project, growing Rumex K-1 (hybrid forage sorrel).

AAS currently employs 27 people. Its sales volume totals US\$2.1 million (US\$2 million from repairs of aviation devices and US\$100,000 from supplying vegetables to the Kazakhstani army). AAS is based in Almaty and owns 104,000 sq. m. of irrigated land, located approximately 50 kms from Almaty. It also owns agricultural machines, 300 sq. m. of subsidiary premises, and 63,000 sq. m. of planted sorrel.

AAS holds patents on the cultivation of Rumex K-1 and the use of Rumex-based products in agriculture, food industry, pharmacology, and consumer goods manufacturing. According to the firm's representative, Rumex K-1 is a high-yield forage crop with a vegetation period from early spring to late autumn, which allows 2-3 hay harvests of the green mass from 100-250 tons per hectare, with a seed productivity of up to 1,500 kilograms per hectare, and with a low standard quantity of seed per hectare. According to the Institute of Physiology of Man and Animals (Kazakhstan) and the Institute of Phytology and Phytointroduction (Kazakhstan), this crop is a source of protein, vitamins, and microelements and can be used as a biologically active additive in food and medicine.

AAS is very satisfied with the results of its first year's cultivation of Rumex in Kazakhstan. The firm actively markets its product (green mass and seeds) domestically and internationally. AAS has signed contracts to supply the seeds to farmers in central and eastern Kazakhstan.

AAS seeks a U.S. partner to further research and implement new technologies to process Rumex K-1 for agriculture, the food industry, and medicine. AAS seeks a U.S. investor/joint venture partner/equipment supplier to further develop

the cultivation of the crop, and to produce biologically active additives, and high-protein fodder. A business plan and a commercial proposal in English are available upon request. The company can conduct business in English.

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**Source:** BISNIS Representative Kazakhstan

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?95>



**Industry:** Oil and Gas

**Company:** M Petroleum

M Petroleum, established in 1997, specializes in wholesale and retail trade of oil products. The firm heads a corporation, which includes RT Petroleum (scientific research in petroleum products processing), Unitrader, Expressoil, Agro-express, and M-art house (trading in raw materials).

M Petroleum employs 47 people. In Almaty, the company owns seven gas stations (four in operation and three in need of reconstruction) and property with the necessary infrastructure for construction of a mini petrol producing plant (1.4 hectares). In 1998, its sales volume totaled US\$41.4 million. M Petroleum sells petroleum products to Kazakhstani companies. Among its international business partners are Euro-Asian Development Corp. (United Kingdom) and Saba Investments International Ltd. (Luxembourg).

M Petroleum plans to expand its business to include the construction of a mini plant to produce high-octane unleaded gasoline and diesel fuel. According to the firm's representative, using modern nonwaste technologies, the plant will generate 36,000 tons of petrol annually, which will make up 8 percent of the Almaty market. The firm has concluded partnership agreements with the Shymkent and Atyrau refineries in Kazakhstan and suppliers from Uzbekistan and Turkmenistan to deliver petroleum products to the production site. This project is supported by the Almaty city administration. To implement this project, M Petroleum seeks an investment of US\$15 million. A business plan for the project was prepared with the participation of Deutsche Bank in Kazakhstan. M Petroleum seeks a U.S. joint venture partner/investor to establish the production of high-quality petrol in Kazakhstan.

A business plan in Russian and in English is available upon request. The company can conduct business in English.

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**Source:** BISNIS Representative in Kazakhstan

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?124>



**Industry:** Chemical Production

**Company:** Pavlodarcaustic

Pavlodarcaustic, established in 1999 on the basis of the Pavlodar Chemical Plant, specializes in bottling chemical products, including chlorine, plasticizers, flotation agents, technical oils, antifreezes, phosphorus trichloride, liquid nitrogen, and foaming agents.

Pavlodarcaustic is a business partner of the Pavlodar Chemical Plant, located in northern Kazakhstan. The plant employs more than 1,000 people. Its charter capital is US\$3.6 million. Its client base includes municipal bodies, energy production enterprises, aviation enterprises, refineries, and mining companies in Kazakhstan and other NIS countries. In 1999, the firm plans to reach a production volume of US\$6 million.

Pavlodarcaustic seeks a U.S. partner/investor to develop the production of chlorine, pentasulfide phosphorus, and caustic soda, and the bottling of engine oils, antifreezes, agricultural chemicals, and household chemicals. Pavlodarcaustic seeks U.S. technology, production equipment, and financing. A business plan in Russian and in English is available upon request. The company can conduct business in English.

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**Source:** BISNIS Representative in Kazakhstan

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?125>

## **MOLDOVA**

**Industry:** Machine-Building for Agribusiness Sector

**Company:** Energie S.R.L.

Energie S.R.L. is a private, limited liability company established in 1992. The company specializes in designing, manufacturing, and setting up equipment for small production lines for the processing of agricultural products and production of foodstuffs. Its annual sales amount to US\$400,000. Energie

S.R.L. employs 29 people full-time. It owns 1,200 sq. m. of production, storage, and administrative facilities located on 0.42 acres of land. The company exports 10 percent of its output to other countries in the region and has about 6 years of international experience. It has some ability to conduct negotiations in English.

Energie S.R.L. says that it is the leading turnkey producer of mini-lines for the processing of produce using new technologies. According to the company, its products are comparable in quality to imported equipment, but come at much better prices and receive better post-sale service. The company feels that the Moldovan market for mini-lines has good growth prospects because of the recent division of former state-owned, large farms into smaller private farms and the inherent characteristics of its equipment (relatively low capital investment, short equipment set-up period, and short payback period).

Energie S.R.L. would like to establish a joint venture to lease equipment to small- and medium-sized agribusiness enterprises. The Moldovan company will take on the functions of identifying potential clients, evaluating client needs, preparing business plans, supplying and setting up processing/production lines, training personnel, servicing equipment and assisting the client in selling the final product. It will also provide financing for 30 percent of project cost and will secure assistance from the Small Business Support Fund of Moldova. According to the company, it holds all the necessary licenses to carry out the proposed project. A business plan in English is available upon request. A U.S. partner would provide new technology for agribusiness processing and financing in the amount of US\$770,000, of which part may be in the form of equipment and working capital. The estimated project payback period is 24 months.

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**Source:** BISNIS Representative in Chisinau

**LeadLink,** <http://www.bisnis.doc.gov/bisnis/lead.cfm?107>



**Industry:** Agribusiness

**Company:** S.A. GeneralVinFructProduct

S.A. GeneralVinFructProduct was set up in 1951 as a state-owned business and was fully privatized in 1994 into a closely held, joint-stock company. It currently employs 30 people full-time. The company specializes in grapes processing and wine/sparkling wine material manufacturing and storage. Sixty percent of its output is sparkling wine materials. S.A. GeneralVinFructProduct processed 5,000 tons of grapes with sales of US\$300,000 in 1998. Over the course of the last 6 years, 30 percent of the company's sales of 1.5 million liters of wine were directly exported to Bulgaria and Romania. The company owns 2.8 hectares of land on which production and other

facilities are located.

S.A. GeneralVinFructProduct is looking for a U.S. partner to set up a joint venture to manufacture natural juices in one-liter glass jars. With a production capacity of 25 tons per day, the company feels that it can sell 3 million one-liter jars a year at a price of US\$0.70-0.90 per one-liter glass jar to former Soviet republics and European countries. Vegetables and fruits grown in a radius of up to 100 km will be used for juice production.

The Moldovan company will handle fruit and vegetable collection and quality assessment, and provide production facilities and qualified, but inexpensive, labor. The company has all the necessary licenses to manufacture wines and juices. The U.S. company is expected to provide modern technology with an option to become an equity partner (up to 40 percent) in juice manufacturing and packaging. S.A. General VinFructProduct will consider other options for cooperation, including leasing of the above-mentioned equipment. The Moldovan company plans to use an English translator when dealing with interested parties from the United States.

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**Source:** BISNIS Representative in Moldova

**Leadlink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?106>

## **BARNAUL, RUSSIA**

**Industry:** Pharmaceuticals

**Company:** Yunipharm

Yunipharm, a limited liability company, was established in 1988. The company specializes in the production and wholesale and retail trade of pharmaceutical preparations. It manufactures medicinal spirit solutions and tinctures, oils, syrups, extracts, herbal preparations, and food additives. Yunipharm holds three patents. The company's clients include hospitals, clinics, and pharmacies in Barnaul and the Altai Region, and other health care institutions and wholesale companies in the majority of Russian regions. Yunipharm exports its products to several European countries and the United States. It has 3,200 sq. m. of production space, six hectares of land, and its own network of pharmacies and warehouses. Currently, it employs 150 people.

To meet increasing local demand for medicinal preparations Yunipharm would like to develop production of tablets. The estimated project cost is about US\$300,000. Yunipharm is interested in foreign capital investment.

The company offers production space, existing production facilities, warehouses, and current assets. A business plan in English is available upon request.

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**Source:** BISNIS Representative in Novosibirsk

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?91>

## **BLAGOVESHCHENSK, RUSSIA**

**Industry:** Agribusiness - Poultry

**Company:** Amursky Broiler

Amursky Broiler is a medium-sized agribusiness company that produces poultry meat, poultry products, and eggs. Its output in 1998 totaled 1,500 tons of poultry, and its 1999 targets were 2,000 tons of poultry products and US\$2.6 million in sales. The company markets to private companies and has foreign trade experience with China and the Netherlands. Its premises include 274,000 sq. m. of facilities and 970,000 sq. m. of land. It employs 431 people. The U.S. Foreign Agricultural Service representative in Vladivostok visited the company and recommended the BISNIS program to it.

Amursky Broiler seeks a U.S. partner that will invest in the company's expansion. The estimated investment amount is US\$2 million, of which Amursky Broiler will finance 30 percent. It may borrow an additional US\$100,000-200,000 from a bank. According to the business plan, the payback period is 2 years.

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**Source:** BISNIS Representative in Vladivostok

**LeadLink:** [www.bisnis.doc.gov/bisnis/lead.cfm?122](http://www.bisnis.doc.gov/bisnis/lead.cfm?122)

## **NOVOSIBIRSK, RUSSIA**

**Industry:** Construction and Wood Processing

**Company:** Sibir, Ltd.

Sibir, Ltd, established in 1990, employs 546 people.

The company, a leader in monolithic housing construction in the Siberian Region, is able to construct comfortable houses and apartment buildings of 200,000 sq. m. As of January 1998, the company built 32 complexes of 10-16 floor apartment buildings for a total of 1,400 apartments in Novosibirsk and Novokuznetsk. The company owns a 1,500 sq. m., three-floor office building in Novosibirsk; 73,754 sq. m. production space with warehousing facilities; and a 35,768 sq. m. facility for construction and transportation equipment. The company leases, on a long-term basis, land parcels with total area of 98,365 sq. m. for construction in the city of Novosibirsk, Novosibirsk Oblast, and the city of Novokuznetsk (Kemerovo Oblast). The company has strong government contacts with both oblast and city administrations. Its annual sales of housing buildings and apartments total US\$3.8 million.

In addition, the company has been involved in wood-pro-

cessing for 3 years. The company produces high-quality furniture panels, massive doors, various types of windows and wooden products. The company markets its products in Russia and Western Europe. Its annual sales of construction materials and wooden products total US\$2,266,000.

Main customers of the company are RAO Gazprom, concern KuzbassRazrezUgol, Chukotsky Krai administration, Novosibirsk Oblast administration, the Mayor's Office of the city of Novosibirsk, and Sibimpex company (Germany).

The company seeks a distribution/dealership agreement with U.S. suppliers of wood-processing and construction equipment and technologies to market them in Siberia.

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**Source:** BISNIS Representative in Novosibirsk

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?92>



**Industry:** Metallurgy

**Company:** Metall-Inter-Project

Metall-Inter-Project, a joint-stock company, was established in 1998. The company specializes in designing metallurgical production facilities. In 1999, the company designed two production facilities for the processing of used batteries and aluminum alloys. The company has a federal license for conducting such work. In addition, the company is involved in trading consumer goods. Its trade turnover in 1999 totaled US\$100,000. The company employs 17 people. It plans to establish a production facility for processing automobile batteries to extract up to 2,000 tons of lead annually.

The company seeks an investor to establish production. The investment volume required is US\$500,000. A feasibility study in Russian is available upon request.

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**Source:** BISNIS Representative in Novosibirsk

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?109>

## **SAKHALIN ISLAND, RUSSIA**

**Industry:** Communications

**Company:** Association-27 Sakhalin

Association-27 Sakhalin was established as a public organization with the legal rights of a private company. It provides radio communication services [portable transceivers (civil band 27 MHz) for the local population], with 24-hour communicator service, switching between users of transceivers and/or local

telephone system. It also offers services similar to the U.S. 911 emergency service, also via communicator. The transceivers used are imported from South Korea. Association-27 is leasing 36 sq. m. of facilities for its office in Yuzhno-Sakhalinsk (long-term lease with yearly extension). Annual turnover on services and sales of equipment to subscribers totals about US\$20-25K. Eighty percent of buyers are local companies; 20 percent are individuals.

Association-27 seeks a U.S. partner that is interested in promoting its transceivers of 27 MHz band (the prices are competitive with similar South Korean equipment already used locally), by creating a joint venture or by establishing permanent cooperation. One possible variant for cooperation is concluding an official dealership agreement for U.S. equipment.

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**Source:** BISNIS Representative at the ABC in Yuzhno-Sakhalinsk. In case of difficulty contacting the company, send your information via the BISNIS Representative at email: [bisnisYS@fraec.org](mailto:bisnisYS@fraec.org), satellite fax +7 (509) 95-1540 (accessible through SPRINT).

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?97>



**Industry:** Legal Services

**Company:** Nemezida

Nemezida is a small, private law company established in 1998. It has three employees. The company is involved in gathering business and legal information for its clients, including due diligence, preliminary information for business negotiations, information on civil and criminal cases, handling cases of improper use of trademarks, etc. The company has the necessary license to conduct business, issued by the Administration of Internal Affairs for the Sakhalin region. All of its employees have higher legal education, as well as a significant legal practice experience. The company leases 18 sq. m. of space for its office (on an unlimited lease).

The company is seeking a long-term U.S. partner for mutual cooperation in the field of due diligence, business information collection, or any other services that may be required by local and multinational companies seeking partners and in the process of business development. The number of foreign companies trying to enter the local market is increasing, and information on potential partners is often needed by the companies on both sides of the Pacific.

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**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?98>

## **VOLODGA, RUSSIA**

**Industry:** Construction

**Company:** Gorstroizakazchik

Gorstroizakazchik is a private company, headquartered in Vologda, Russia. The company was founded in 1964 and privatized in 1994. It employs 710 employees.

The company specializes in constructing residential apartment buildings, individual houses, and office complexes. As a result of its expansion and increased market demand, the company would like to cooperate with manufacturers/distributors of U.S. construction equipment.

Gorstroizakazchik will look into various forms of cooperation, including equipment lease, purchase of secondhand equipment, and commodity credit. The company has a business plan and has done market research.

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**Source:** BISNIS Representative in St. Petersburg

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?114>



**Industry:** Finance

**Company:** Investcenter

Investcenter is a state-owned enterprise located in the city of Vologda. The company, established in 1993, has eight employees.

The company specializes in providing a full spectrum of real estate services in the Vologda region, including real estate appraisal, and construction of apartment buildings and individual houses in the city of Cherepovets.

The company is interested in cooperating with a U.S. financial institution to implement a mortgage program in the Vologda region. Mortgages would substantially increase construction of individual houses in the region and would attract more potential clients. The company is also looking for a US\$850,000 investment (in various forms) to construct a 60 apartment residential building in the city of Vologda.

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**Source:** BISNIS Representative in St. Petersburg

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?115>

## **UKRAINE**

**Industry:** Electronics

**Company:** Automated Management Systems, Scientific and Manufacturing Enterprise

Automated Management Systems, Scientific and Manufacturing Enterprise was established in 1961 and privatized in 1993. The company specializes in the development and production of automated management systems for technological processes, including steel rolling, road traffic control, accounting and management programs for utility supply, and data protection systems. The company owns 7,500 sq. m. of administrative and operations premises located in Kharkiv, Ukraine. Its annual sales total US\$2.4 million. The company has 30 years of international business experience with firms in India, Russia, and Belarus. The company plans to expand its business by increasing the quality of its products using modern American components.

The company seeks a joint venture with U.S. companies to produce modern, high-quality automated management systems to sell in Ukraine and neighboring markets.

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**Source:** BISNIS Representative in Ukraine

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?142>



**Industry:** Food Processing

**Company:** Shans

Shans was established in 1997. The company specializes in agriculture. It owns 30 hectares of agricultural land, as well as production and office premises, agricultural machinery, and vehicles. Its annual sales of mainly sugar beets and cereals total US\$250,000. Shans has 21 employees. The company plans to expand its business to build a milk processing plant to produce a range of milk products, including yogurt and ice cream.

The company seeks a U.S. supplier or investor to supply milk processing equipment, preferably on leasing terms. A feasibility study in Ukrainian is available upon request.

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**Source:** BISNIS Representative in Ukraine

**LeadLink**, <http://www.bisnis.doc.gov/bisnis/lead.cfm?143>



**Industry:** Investment Banking and Securities Trading

**Company:** Alfa-Broker

Alfa-Broker is a private investment and securities trading company established in 1994. The company holds a license for operation on the Ukrainian stock market. Some of Alfa-Broker's employees were trained in Western countries. The company's annual sales total US\$2 million. The company has international business experience in multiple sales of securities of Ukrainian issuers to CS First Boston (United States), First Vladivostok Fund (Russia), and Nikitski Investments (Russia). The company plans to expand its business to establish business partnerships with U.S. investment banks and other interested companies.

The company seeks a long-term partnership agreement with U.S. investment banks and companies willing to operate on the Ukrainian stock market.

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**Source:** BISNIS Representative in Ukraine

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?145>



**Industry:** Food Processing (Dairy Products)

**Company:** JSC Molochnyk

JSC Molochnyk was established in 1948 and privatized in 1994. The company specializes in production of dairy products, such as cheeses, macaroni products, and dairy cereals. The company owns 2.6 hectares of land. Its annual sales total US\$1.5 million. JSC Molochnyk has financial statements audited according to international standards. The company plans to expand its business to include production of paste cheeses.

The company seeks a joint venture with a U.S. investor to produce, market, and sell paste cheeses in Ukraine and other countries. A business plan in English is available upon request.

**Contact:** Oleh Hubatiuk, Director

54, Vokzalna Vul.

Zhytomyr, Ukraine, 262025

Tel: +380 (412) 33-2902

Fax: +380 (412) 33-4986

U.S. companies are also encouraged to contact Serhiy Poimaniv, Manager, Alfa-Broker company, on behalf of JSC Molochnyk at the following address:

P.O. Box 191/5, P. Lumumby Vul.

Kyiv, Ukraine, 01042

Tel: +380 (44) 252-8168, 268-3168

Fax: +380 (44) 264-8766, 264-8769

Email: alex@alfabrok.vtc.ru;

spoimanov@alfabrok.vtc.ru

**Source:** BISNIS Representative in Ukraine

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?147>



**Industry:** Thermal Power Generating Equipment Repair

**Company:** Kharkiv Power Generating Equip. Repair Plant

Kharkiv Power Generating Equipment Repair Plant was established in 1945 and privatized in 1996. The company specializes in power generating equipment repair and production, and thermal network repair services. The company owns 6 hectares of land and 12,000 sq. m. of production premises. Its annual sales totaled US\$1.22 million in 1998. The company has international business experience in the installation of power equipment in Muzaffargar power station (Pakistan), Shahdara (Pakistan), Multan (Pakistan), Energiewerke Schwarze Pumpe AG (Germany), and Ghorasal (Bangladesh), as well as strong government contacts. Presently, Kharkiv power generating equipment repair plant is a subcontractor of Siemens AG on the project to upgrade the capacity of Ukrainian thermal power generating plants. The company plans to expand its business to upgrade its production of power generating equipment.

The company seeks a partnership agreement with U.S. producers of power generating equipment for the following projects: joint production of steam boilers, pressure tubes, and other power generating equipment for Ukrainian thermal power stations; joint repair of power generating equipment in Ukraine and abroad; joint participation in projects to increase efficiency of thermal power stations in Ukraine; and purchasing modern equipment for manufacturing of thermal power generating equipment, preferably under lease agreements.

A business plan in Ukrainian is available upon request.

**Contact:** Oleh Karaputin, Chairman of the Board

Anatoly Dereka, Chief Engineer

149, Prospekt 50-Richia SSSR

Kharkiv, Ukraine, 310128

Tel: +380 (572) 97-7010, 97-3194

Fax: +380 (572) 97-9167

Email: it1609@online.kharkov.ua

**Source:** BISNIS Representative in Ukraine

**LeadLink:** <http://www.bisnis.doc.gov/bisnis/lead.cfm?149>

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**Search for Partners Managing Editor:** Ellen S. House

## **NOTICE**

BISNIS is pleased to gather and disseminate to U.S. companies promising **Search for Partners** leads from the NIS. Companies that wish to pursue these leads should directly contact the NIS company via the contact information listed.

BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9AM to 6PM) in the region you are trying to contact.

**Note:** Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not: provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

For additional commercial information about industries, regions, and companies in the NIS, contact BISNIS in Washington, D.C.